

BELAIR ROAD NOW CLOSED TO TRAFFIC

Maryland Automobile Club Gives
Detailed Directions for
Guidance on Detour.

By HARRY WARD.
Washington motorists touring to Philadelphia, New York or Atlantic City, will be interested to learn that on account of road construction the Belair road, from Baltimore to Belair, has been closed to traffic, making it necessary to use a detour via Towson, Glenarm, and Seabrook.

In a communication to the Mutual Touring Bureau H. M. Lulus, secretary of the Automobile Club of Maryland, states it is anticipated that the Belair road, which is really the State road between Baltimore and Belair, will be completed during the latter part of August.

From Belair to Perryville there is a good road recently improved. The stretch from Perryville to Northeast is closed on account of construction work, making it necessary to turn to the left at the blacksmith shop on the outskirts of Perryville, on a well-posted detour. This detour is a fair road, somewhat narrow, and extreme caution should be exercised while using it in wet weather. The balance of the road to Wilmington is in good condition.

Route in Detail.
For the information of Washington motorists the detailed route from Baltimore to Belair is herewith given: Leave Baltimore, leaving Auto Club of Maryland, on east 100 yards, turn left on Charles street at 2.4, end of road, turn left, and just beyond turn right, straight on, passing Hunt Club on left; at 5.0 cross railroad, passing Woodbrook Station on right; at 5.8, bear left, passing Shepherd Asylum on right; at 6.3, pass fork on right; at 6.8, turn right on Chesapeake avenue. 7.7-Towson. Just beyond meeting trolley, where trolley turns right, keep straight on for one block, turning left on Delaware avenue in the Joppa road; at 8.8, turn left one block, then right on Valley road, straight on, and at 11.5, pass fork on left; at 12.6, turn left, crossing wooden bridge, straight on to 12.6-Glenarm. Turn right, crossing railroad just beyond, at 13.5, turn left; at 14.2, cross railroad; at 15.0, cross railroad again (dangerous), and just beyond turn sharp right, and left; at 17.3, pass fork on right; at blacksmith shop on right, 19.9, leave good macadam road and continue straight ahead over dirt road to 22.2-Scart. General hardware store on left; turn sharp right on good macadam, and at end of road, 24.0, take left fork, picking up good macadam at 27.0 bear right to 28.3-Belair. Railroad station on left.

A. C. Leverton, one of the experts on the Cartercar factory, in Pontiac, Mich., is spending a few days with the Cartercar Sales Company.

J. J. Haas, manager of the Firestone branch, is attending the summer meeting of the Society of Automobile Engineers, at Cape May, N. J., as the guest of R. J. Firestone.

Col. W. C. Long, of the Commercial Automobile and Supply Company, returned from his former home in Xenia, Ohio.

Robert H. Martin, manager of the Buick Motor Company, has returned from Flint, Mich., where he attended a meeting of Buick branch managers.

H. B. Leary, Jr., reports the sale of Maxwell "28" cars to J. J. Roche, Middleburg, Va. (two); H. E. Talbot, Parkersburg, Md. (two); E. H. Allen, and T. J. Brennan. He also sold Jeffery cars to J. W. Weber, and H. N. Smacoe (two).

Francis S. Duff has been appointed manager of the motor truck department of the Cartercar Sales Company, distributors in this section for service motor trucks. Duff is well known in the motor car trade.

H. B. Harper, sales manager of the Willys-Overland Company, was the guest of H. P. Harper, president of the Overland-Washington Motor Company.

M. Stoddard left yesterday in a touring car for his summer home in West Virginia. He was accompanied by Louis Weaver and David Dunning. They will return next week.

The Huppmobile Washington Company has formed a team to handle the Huppmobile line of cars. The firm consists of J. H. McCormick, Jr., well known in financial circles, and C. M. Shaw, formerly with the T. T. Motor Company. Overland agents in New York, and elsewhere. The company has secured a salesroom, and service station at 1612 Fourteenth street. Several carloads of Huppmobiles are now en route to Washington. The agency is placed by Hal A. Reifenshagen, factory representative of the Hupp Motor Car Company.

Ford cars were sold this week by Miller Brothers to the following: Touring car, Anna S. Chantland, George A. Harlow, William W. Day, K. H. Prater, A. L. McDowell, J. F. Keckner, Mrs. J. H. Bodine, Dr. Alfred Richards, James Gray, O. J. Hughes, Russell Gordon, W. A. Simpson, W. M. Flanagan, Mrs. M. H. Garner, A. S. Caywood, R. Menefee, George H. Townsend, E. H. Hardy, Eugene Gaddess, A. L. Hunt, George F. A. Stutz, Frank M. Stone, A. C. Whitton, D. P. Bonner, H. G. Macdon, John M. W. Edley, W. P. Hale & Co., J. N. Abel, Edley, Ash, A. Gude, L. H. Quirolle, H. W. Shipley, Runabout-Potomac Electric Power Company, 2, Roanoke Rothchild, R. C. Mangum, W. W. Woodworth, Chesapeake and Potomac Telephone Company, E. Smith, Lockwood Manufacturing Company, 2, Delivery wagons, Samuel M. Tucker, Smoot & Jelliff, George C. Altman, George J. R. Maier, Charles H. Kettler, White House, Coupe-J. P. Agnew & Co.

Wheels Out of Line Cause Wear on Tires

Misalignment of the wheels is an extensive ailment of the car and one not always noticed until considerable damage is done to the tires.

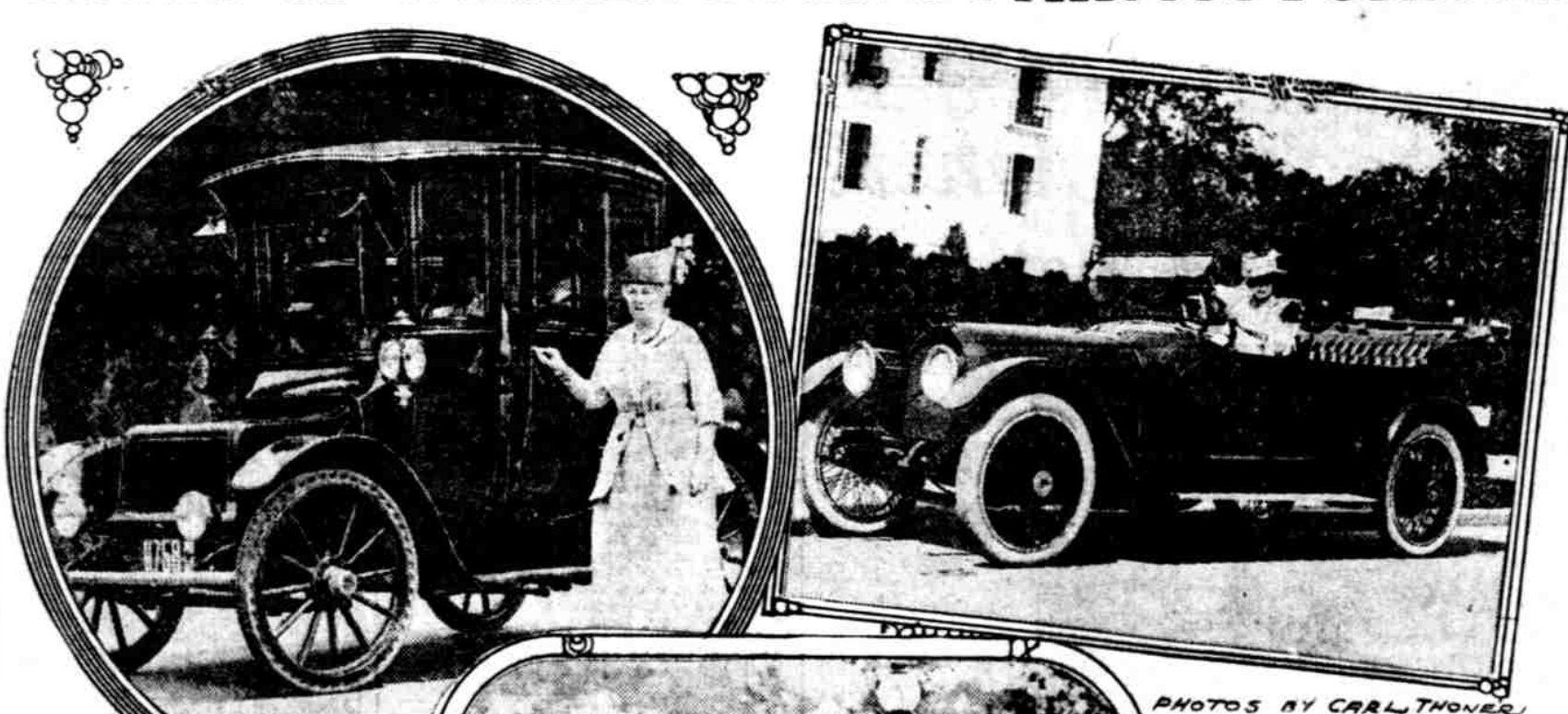
In a recent case in which an owner driven a new car less than 1,000 miles he noticed the tires were wearing much more rapidly than the rear ones.

At 1,000 miles the tread had worn down to the fabric and it was a case of retreading if the tires were to be preserved.

A visit to the service station of the maker brought out the announcement that the wheels were out of line, and when this was corrected the abnormal wear stopped.

Frequent inspection of the wheel alignment will save tire wear.

GROUP OF WASHINGTON'S FAIR MOTORISTS



MRS. ROBERT PONICKAU.

MOST MOTOR DANGER IS DUE TO SKIDDING

Of all troubles to which the automobile is heir, none is less expected, comes more suddenly, and is more difficult to control or remedy, or causes more damage, than skidding.

This being the case, it is important that beginners, and even older drivers, give a little consideration to that peculiar action at the beginning of the touring season, when wet and slippery road surfaces and pavements make it more than a remote possibility.

Carelessness and fright cause or accentuate the majority of cases of skidding, and as such are responsible for a large portion of the accidents caused in that way. When the streets and roads are slippery, more caution should be used than otherwise.

Another rule is, never put on the brakes hard when on such surfaces, as this starts more of the trouble. Instead drive so as to have the car under control without the brakes. If they must be used, use them lightly, and if the car starts to slew around, release them immediately.

And the equally important rule as to directions, if you start to skid, turn the front wheels in the direction in which the rear wheels are sliding, and where possible (with a bad skid) apply a little power.

These few rules should be memorized and followed at all times. When this is done, there will be less skidding and less accidents.



MRS. J. J. LAMPTON AND MRS. W. CURTIS.

DRIVER CAN ASSIST TRAFFIC POLICEMAN

Traffic regulation is becoming so common throughout the country that motorists at large are rapidly accustoming themselves to the figure of the human semaphore at street intersections and are learning to obey his blundering rendition of the sign language with fairly good grace.

Most drivers, too, have learned that traffic regulation is quite as much a benefit to themselves as to anyone else, even though its requirements at times may be annoying.

Probably it never occurs to the average driver, though, that matters would be considerably expedited were he to indicate to the officer what his intended movements are. It really makes a good deal of difference to the man on post whether a car is going straight through an intersection or will make a turn to right or left. His work can be materially assisted if a simple gesture is made by the driver to show his intended movements.

Suede coats in grays and wood browns with satin lining are an early summer fad. They are of raglan models and have hats and gloves to match.

A small leather case now made to fit the driver's pocket, contains a toothbrush, tube of paste and small comb. Mladly who wants protection from sunburn, wind and dust can now have it in new mask goggles which have light frames and nose and cheek masks of pongee.

PHOTOS BY CARL THOMER.

MRS. W. P. BARNHART.

Good Advice For the New Automobile Owner

The best advice for the first time owner of a motor car is to strain his gasoline. It takes a little more time to strain it but some times it will save trouble caused by dirt or water in the carburetor or gasoline line.

HILL CLIMBING TEST OF DRIVER'S ABILITY

Deceptive Appearance of Grade
Can Be Overcome Only by
Long Experience.

The ability of a driver is more taxed in ascending hills than in nearly every other phase of driving.

Each hill has its own characteristics, and the driver ascending it for the first time must bring into play all the knowledge gained from other hill experience, if he wishes to make the ascent with a degree of pleasure to himself and the others in his party.

There is a great deal of deception in all hills, deception which only wide experience can counteract. When approaching a hill from the level the grade is minimized, and often a driver will have to shift gears, and he wonders what is wrong with his motor, which heretofore was working perfectly, says Motor Age.

Later in the day if the driver comes back over the same route he will be surprised at the steep ascent, and for the first time becomes aware of the fact that he was climbing a steep hill on the outward journey, although he was not aware of it, solely because he took a level road to the top of the hill, and perhaps the deception was still further carried out by a few curves in the road that partially obscured the grade. On the other hand, when you come down a grade and immediately start climbing a hill, the grade is exaggerated, you speed up the steep incline and are more than agreeably surprised to find that you travel skimming over the top of the grade, every-

body is happy and your car is the best hill-climber in the world. Here the deception of the hill has been responsible for the excellent ascent, whereas in the other example this deception was responsible for the supposed poor car performance.

Americans still are making that serious error of attempting too much hill-climbing work on direct drive. Many drivers consider it an indication of lack of ability if they have to shift gears on a hill, and they prefer to barely crawl over the summit with the motor laboring and straining every part of it instead of shifting to a lower gear. By shifting to a lower gear the strain on the motor crankshaft, on the connecting rods and on the bearings is greatly reduced. It does not do a motor any harm to let it work rapidly as may be necessary in climbing a hill on intermediate, and it works more injury to let the crankshaft speed drop and still keep in direct drive.

Some drivers imagine that it consumes more gasoline to climb a long hill on intermediate than on respect simply because the motor is working at a higher crankshaft speed. This is a debatable point. In fact some of our best carburetor men declare that there is greater fuel economy in making the climb at a good speed on intermediate gear than in making it at a slower speed on direct. All matters considered, it is much better and generally much quicker to make the ascent on intermediate than on high.

Fair Enthusiast Lauds Motorcycle for Girls

"The reason more girls do not ride motorcycles," says Miss Lillian Hauer, of Milwaukee, "is because they do not understand the joys of motor-cycling." Miss Hauer has been a rider since 1911 and is as enthusiastic about the possibilities of the two-wheeler now as she was when she first rode. She took part in both the 1913 and 1914 Goodfellowship Tours of the Milwaukee Motorcycle Club. This year being the only girl who piloted her own machine on the run. In 1913, Miss Hauer was over 8,000 miles without a single puncture.

WHEN CLUTCH SLIPS CLEAN OUT THE OIL

Flushing With Pint of Kerosene
Often Will Be Found to Remove the Trouble.

It occasionally happens that a car is brought into a repair shop with a complaint that the clutch slips in starting, takes a long time to start, etc. When a disk clutch of the running-in-oil type begins to slip, the trouble generally is due to maladjustment, too much oil, or an oil of too heavy a grade.

To treat a slipping clutch of this kind one should turn the flywheel over until one of the oil plugs can be removed; pour in about a pint of kerosene oil; replace the plug, then have some one turn the engine over very slowly while the clutch is worked in and out for a few minutes. In this way the kerosene comes in contact with all of the internal mechanism of the clutch, and letting the clutch in and out forces the kerosene in and out between the plates or disks, cleaning away the thick and sticky oil.

Some repairmen endeavor to clean the clutch in the above manner, but instead of turning the motor over slowly by hand while the clutch is being worked in and out, they do it while the motor is running, ignoring the fact that as the clutch revolves at speed the oil is held to the sides of the case, and therefore does not flush the plates as it should. This method, however, will meet with fair success if a sufficient quantity of kerosene is used.

Overland \$950

Completely equipped

\$1075 With electric starter and generator
Prices, f. o. b. Toledo, Ohio.

Concerning the Intrinsic Price of the Overland and the Inflated Price of Some Other Cars

PROBABLY the most confusing problem every automobile buyer faces is the wholesale manner in which many automobile dealers seem to willingly cut prices.

In fact this evil has grown so bad of late that some explanation is necessary.

In the automobile business, the fault does not lay entirely with the dealer. It can be traced, directly, to the manufacturer. And here is how it is worked out:

Many manufacturers place a price on their car which is anywhere from 20% to 30% above its intrinsic value. Thus they figure they can give the dealer a high theoretical discount (which he cannot earn) as well as a high price (which he cannot get) so that he (the dealer) can juggle the price around to his heart's content, and, by offering his product at an apparently cut price can deceive the public into believing they are saving some money. Or else they leave the price alone and throw in an extra tire or two all of which amounts to the same thing.

This is a notorious snare and one of the oldest deceptions known to business.

For the advertised price was inflated from the start.

Right down in his heart the manufacturer knows that in order to meet competition the dealer must cut the advertised price. Thus the manufacturer thinks

that because the dealer can slightly cut this inflated price it will act as a great inducement to the buyer. The trick being, that because the dealer cuts the swollen price the buyer is supposed to be duped into believing he is getting a bargain—whereas exactly the opposite is true.

For instead of getting more for the money the buyer still gets less for more money.

The car—the price of which fluctuates at the will or whim of the dealer on the pretense or subterfuge of effecting a saving—is a good car NOT to buy.

Beware of the dealer who has a fluctuating scale of prices. He is a good man to stay away from. By necessity any car that he handles must have a fluctuating value and must have back of it a fluctuating service.

Can you go into John Wanamaker's in New York and attempt to strike a bargain?

Can you go into Marshall Field's in Chicago and start to haggle over the price of anything?

If you want a Big Ben clock, a Victrola, a Howard Watch, a Steinway Piano, a Gillette Safety Razor, or any one of a hundred other staple articles—haven't you got to pay the advertised price which is fixed at its source of manufacture?

So it is with the Overland car. The price is fixed at the factory. The price is made as low as it can be made. Value considered—none are lower.

The fact that the Overland price is maintained in spite of pretty keen competition is pretty good evidence of the stability of our dealers and the faith the public have in the Overland car itself.

Even the cut prices of other manufacturers are usually above our staple prices.

We have but one logical inducement to offer—the car itself at the advertised price—no more—no less.

The fact that we are shipping over 5000 cars a month—the fact that we are doing more business than any of those offering inflated car values—the fact that we do more business in one month than some manufacturers do in twelve months—proves that our policy must be fundamentally correct, and that the policy of some of the others must be fundamentally incorrect.

Careful comparison with other cars will show that a car of the Overland quality and mechanical efficiency offers much greater intrinsic value for less money than any other similar car in the world.

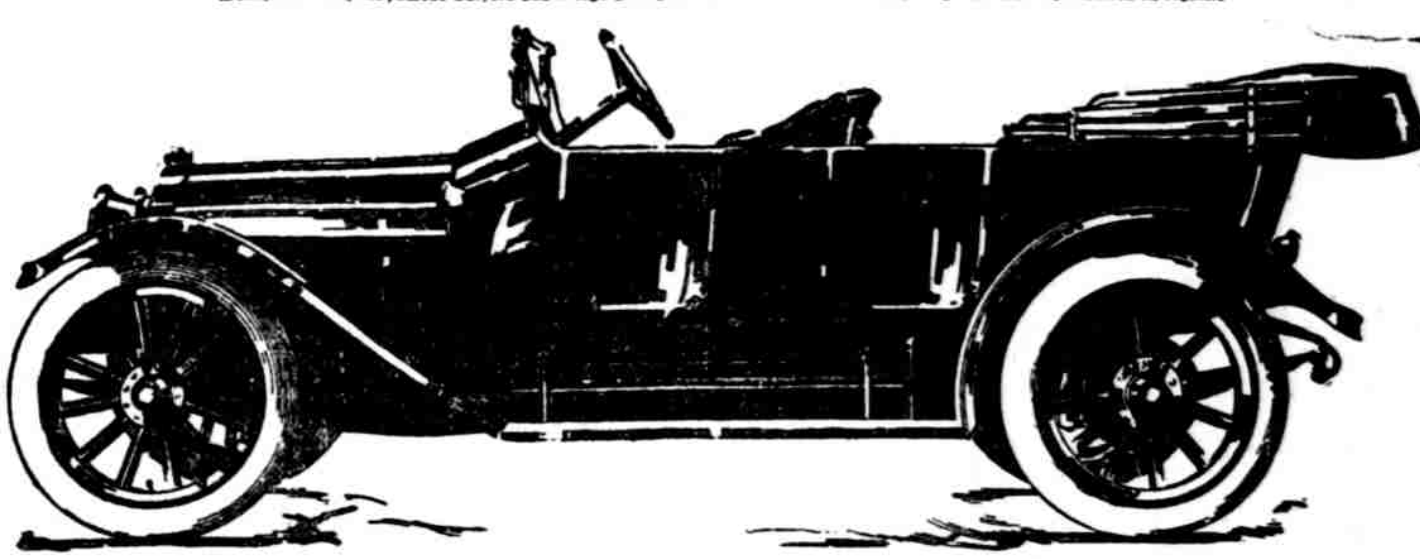
We say again—beware of the dealer who approaches you with a cut from his price. He is endeavoring to deceive you into thinking you are saving money.

We want you to become acquainted with the Overland. Come in and see us. Thorough demonstration—any time—any place.

OVERLAND WASHINGTON MOTOR CO., Inc., Distributors
R. H. HARPER, President. 829 14th Street N. W. Phone Main 6916

The Willys-Overland Company, Toledo, Ohio

Manufacturers of the famous Garford and Willys Utility Trucks and Overland Delivery Wagons. Full information on request.



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